

CREATED BY: Janet Welch

DATE: 8/19/2008

DISCOUNT ADDITION/CHANGE FORM

ACCOUNT NAME: Koleaseco
 ACCOUNT # (if available): 105659
 SALESMAN NAME: JS

DIRECT BILL X
 (OR)
 RESTRICTED _____

EFFECTIVE DATE: 8/18/2008

NEW X
 (OR)
 EXISTING _____

WEEKLY REBATE DEDUCTIONS FROM INVOICE	
OFF INVOICE	<u>X</u>
(OR)	
COST PLUS	<u>X</u>
Company Contact:	
Phone No:	
Fax Number or	
E-Mail Address:	<u>Do not send</u>
Cash Cap (Y or N)	<u>Yes</u>
Reflect on Billing Card:	<u>Yes</u>
Name of Billing Card Co:	<u>EFS</u>
Billing Card Acct Number (CD	<u>105659</u>

MONTHLY REBATE
REBATE CHECK _____
Standard Disc. Schedule _____
Back up with rebate check _____
By Station or Card number _____
Ramp up time (Sales use) _____
Mail Rebate Check To: _____

Leave all other discounts in place. (Y or N) <small>NOTE: If this box is left blank this add/change form will replace all previously implemented discounts</small>	<u>Yes</u>
B2B Member (Y or N) <u>denied - 2-14-08</u>	

PLEASE LIST SPECIFIC DISCOUNTS BELOW:				
Store Number	Location	Rebate	Off Invoice	Cost Plus Pump Fee
Default (every location w/o a Site Specific Discount)				
445	Burns Harbor, IN		.055 better of	zero
92, 293, 424	Ocala, FL		.055 better of	zero
95	Wildwood, FL		.055 better of	zero
341	Las Vegas, NV		.055 better of	zero
237	Salinas, CA		.055 better of	zero
343	Otay Mesa, CA		.055 better of	zero
165	Effingham, IL		.10 better of	zero



August 4, 2008

Matt Hoestetler
Koleaseco
4265 Corporate Exchange Drive
Hudsonville, MI

Dear Matt:

Thank you for taking time to talk with me and review your current Pilot direct bill discount program. In an effort to increase your overall monthly volume by 40,000 a month we will change the discounts at the following locations:

Burns Harbor, IN Cost plus 0 retail minus .055
Ocala, and Wildwood, FL cost plus 0 retail minus .055
Las Vegas, NV cost plus 0 retail minus .055
Salinas, Hesperia, San Diego, CA cost plus 0 retail minus .055
Effingham, IL cost plus 0 retail minus 10

We will offer to do this with the understanding that Koleaseco is going to continue directing more over the road fuel purchases toward Pilot. We will review your progress towards pumping 100,000 gallons a month by the end of November. *Pilot reserves the right to renegotiate discounts, rebates or fees should margins or volume change dramatically.*

Please feel free to call me with any questions or Janet Welch at 1-800-562-6210, extension 2671.

Sincerely,

John Spiewak
Regional Sales Manager
Pilot Travel Centers LLC

Janet Welch

From: John Spiewak
Sent: Friday, August 22, 2008 10:29 AM
To: Janet Welch
Subject: Koleaseco

We need to make the following changes to Koleaseco and yes I will send a letter for follow up on this with ramp up and thresholds.

Burns Harbor, IN Cost plus 0 retail minus .055
Ocala, and Wildwood, FL cost plus 0 retail minus .055
Las Vegas, NV cost plus 0 retail minus .055
Salinas, Hesperia, San Diego, CA cost plus 0 retail minus .055
Effingham, IL cost plus 0 retail minus 10